Philips' China card pays off, Page 22

No. 30,447

NEWSPAPER
Tuesday January 261988
D 8523 A

## Formula Shell to be withdrawn from main markets

Tokyo plans Exxon lifts sanctions against N. Korea
 Attomey-General kidnapped in Colombia


## Farmers protest

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## Flights cancelled

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Bangladesh demo ban

 Sri Lankan guards
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## Greek taxis strike

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 Libyan restrictions

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Red faces in Tokyo The Toky Covernment was
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nteriectuan banquet INQUSTTOF gubopean mentity
Mr Jean Bernard Eaimond, French
minister, hosted a discussion on what
C states share, Fage 21
Japan- Tokyo embarrassed by South Afri-
can trade links....................... ${ }_{4}$
Ania.pacific aviation: growth presents
Management: Small business on the Rivi-

| Technologr: Here come the 'clone killer' |
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| clones |

Editorial commentia ahrinking union; a
Lexs Blue Arrow; RHP; Rowntree .......... 22


Campeau of Canada bids \$4bn for Bloomingdale group


## Pöhl expects US to halt

 further decline of dollarMR KARL Otto Poht, President chance the dolar rate will sta


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## Goria wins confidence votes

EY JOHN WVLES IN ROME


EUROPEAN NEWS

Genscher warns over UK stand on EC rebate

Italy's government in need of a political miracle

|  | John Wyles on a han <br> Craxi (left) and De Mite (right) <br> the character of its policies nor on the quality of their exrecuthon but more on a hamdshake Who make little obvious contribution to either <br> Yet subsequent events have also Shown that while Mr Craxi break prime ministers, they cannot guarantee a majority for coalition has suffered a number of parliamentary defeats bot Friday when perhaps 40 or so Christian Democrats were able to put their secret votes behind $L 3,500 \mathrm{bn}$ ( $(1.6 \mathrm{bn}$ ) to spending on pensions. <br> Already, therefore,the Crax- | a style of governm andshake and a sm <br> t): the condition led by Gorin (cem <br> by their entumatit <br> E-De Wits sypmmit is failing to compensate for the absence of a which has been the hole in the was formed last July. The celebrated Craxi years of stable 1987 were nuderpinned by a Socialist-Christian Democrat by the centre-ieft five party coslition for the life of one leg- islature. <br> This arrangement, patently beneficial for the coumtry gno tions, broke down amidst considerable acrimony Last March When vir Crati appeared to a turn at the prewiership. | ent hanging on a mile <br> atre) has not been streingthened <br> After early elections in Jture, Mr Craxi knew that he had to grimper ainister, but held back krom any understanding of the occupancy of the prime ministe- rial ofrices in the Palazeo Cingi The Socialist leader effecwho would not go to the Chigd without guarantees, against <br>  young Mr Goria, sged 44 now going on 54 ; after 6 extraordinarily trying months in office. <br> At such an obvious sign that post-election goverament to be a. Weak one, all of the other |  |  |
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|  |  |  |  |  | unempioyed as "job seekers", but it dropped this euphemisa nuptcy luw. took effect provid- in benefit for workers losing ing benerk. <br> MTI said the Goverameni Ond talf of 1988 an enterprise scheme umder. which it would give preferential loans to the |

## France again lowers money market rate



\section*{Swedish strikers face threat of lock-out <br> AhWEEK-LONG strike by






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## Waldheim set

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sion's findinge as binding.

## Voest-Alpine says evidence points to Iran arms sales



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Sweden calls off inquiry into Bofors bribes claim


| Belgian plea <br> over deadlock <br> MR JEAN-LUC Dehaene, the medtator appointed to solve Belgiums postical deadock, time to restore confidence, AP reports. <br> Mir Dehaene, Whose Flemish Christian Democratic Party suf fered losses in December's elec tions, said negotiations would agreement, no stable government could be formed. <br> Mr Dehaene's party was prevented from renewing the centre-right alliance it led with Its French-spealcing Christian Flemish and French-speaking Socialists are pressing to form a |
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Belgian plea over deadlock
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testore confidence, $A P$ Mr Dehaene, whose Flemish tions, said negotiations would agreement, no stabe gova-
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Mr Dehaene's party was berien in ie frem reaen wing the
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Demorranch spoeaciong Christion Socialists are pressi

## Solidarity protests at union pressure



## Ozal less ambitious on inflation



## East Europe shows slower growth in national income

##  <br> $\qquad$     Hew widmand    <br> Czech Prime Minister may be forced to quit



## False Ceausescu letter 'insults Queen'

THE Britinh Foreign Omice



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| $\begin{array}{l}\text { Bomanhan } \\ \text { weekly. }\end{array}$ |}

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## Reagan likely to trim Contra aid request <br> 



## Bahamian bank fees raised



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Lionel Barber reports on Senator Simon, the candidate from Illinois
The plain-tailored Democrat


THEY WORK THE SAME HOURS, IN the same job.

## WHY DOES ONE PRODUCE TWENTY PERCENT MORE THAN THE OTHER



## Top dissident businessman to leave $\mathbf{S}$ Africa



Strauss hints at Soviet doubts about Angola


## Transkei coup highlights growing role of military



Israel tries to counter US doubts





## India to discuss withdrawal

 aid to Zambia

gen



## Demjanjak trial





## WORLD TRADE NEWS

## Tokyo embarrassed by S African trade links



## Microchip imports level off




Alcatel
clinches
Peking contract
By David Tho

## 4 <br> 



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## Algeria ties up

 Spanish gassearch accord

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restricted the scope orfered
non-Algetian companies
Oman to 'upgrade? gas industry



Mary Helen Spoonner teports on the ending ot tariff concessions

## Chile faces cut in exports to US



Ethiopia relaxes Marxist dogma for agriculture


Asia-Pacific growth in air traffic poses new challenges

[^0]
## Data Logic wins $\mathbf{£ 1 7 m}$ Swiss bank contract

by men cion
s17n Contract to provide


## Tube fire 'probably started

 by match'
## Takeover Panel defends itself against Guinness in High Court

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| BRITISH TELECOM is coan solidating the different achices division, to try to give it more market impact The reorganiastion win that sre ran separately in nications field - services that offer clients maore than a simple voice link Theyinclude Dialcom, the US based electionic mail orgni,isation, Telecom Gord; which runa electronic mail in the UK, the Prestol video-tex operation, and elec${ }^{\text {Lromie }}$ BT yell appolinted Mr Johan Morris, now president of Dialcom, as |  |
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Philip Coggan and Heather Farmborough find out how the Stock Exchange's newest tier is faring

## Birthday for a Third Market that could do better



FT LAW REPORTS

## No indemnity for careless


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## Common roots are now a common strength.



UK NEWS



## Scargill win sparks fear for future of new pit plan



SEM MOMY BURNSLLABOUR STAFF




## Smaller airlines to have routes protected <br> By LTNTON MCLAN

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## Tivingstonesispended over attack Tories step up drive



## Parkinson warns Scargill over strikes




## How to hear home truths

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Owen claims backing for move for Ilea abolition




## Treasury 'obfuscation’ alleged

BY Tom LTMCH


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Domestic demandled business expansion expected to continue in 1988



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Talk it over with DKB. The international bank that listens.

## DKB <br> 

## Japanese bearings plant likely to be built in UK



## US computer company for Plymouth

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[^1]
## AIDS cost 'may strain resources of NHS'

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## Morgan reshuffle puts accent on youth



## Poll tax 'would hit city poor'

##   ert <br> tho    <br> SIB approves insurance body

## BY ERIC SHORT

 Interim recognition from theSecurtijes
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sional Boody under the 1886
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into operation in April When it
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## Upbeat mood increases in Welsh companies





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Business does not exceed 25 per
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Shortages 'put house prices up'
$\qquad$ A GROWING shortage of







## Japan moves in softly on the gilts market



Simon Holberton and Stephan Wagstyl examine developments in government securities trading






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## MANAGEMENT: Small Business

## Tailored touch for two loans

by charles batchelob





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800 . 80 an
your neerk. - Non -recounse factoring.P Pa

- Recounsefactoring: Similar to non-recourse, but withoant creait arer. - Imvicic discountijig:A Acon fidential Gacility which gives you complete control over jour sales iedger.
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- International finance Letter of credit fucitities, mercianting ecc. For more infermation reply in conidence to Chris Kinig.



Franchising


Financial Times Tuesday January 261988

| Company Notices |
| :---: |
| Société Nationale <br> des Chemins de Fer Belges (S.N.C.B.) <br> (B) <br> Nationale Maatschappii] der Beigische Spoorwegen (N.M.B.S.) US\$ 75,000.000 Floating Rate Notes cuve 1991 The kiliagdorn of Bekgium <br> Iof which USS 50.000 .000 hade been issued as an Initial Franctre) <br> in iccondance with ue provisions of the Notes. notice is hereby gren trat for the interest period the Nom Jos will cary 2 an interest rate of $7 \% \%$ p.a. <br> The interest payable on the relevant intionest payment date. April 2.1988 against Coupon $n^{\circ} 9$ wih be US $1.816 . \mathrm{S}^{2} 4$ per Note of USS 100.000 nominal and USS:4,94210 per Nota of Uss 250,000 nominal. <br> The fganit Bark <br> (GB KREDIETBANK <br> , II N xibu rracolst |
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Tate in the North/William Packer
Renaissance on the Mersey

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My Fair Lady at The Palace, Manchester and Escape to Styal at Quarry Bank Mill
Martin Hoyie




## Arts Guide

Ope

FINANCIAL TIMES
BRACKEN HOUSE CANNON STREET, LONDON EC4 P4BY Telegrams: Finantimo, London PS4. Telex: 8954871

Tuesday January 261988

## A shrinking union



## A Soviet role <br> in Romania

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## Bridge building

## Now the process of sola- tion is gathering pace interma

donally. Relations with othe
growing ever countries are
recent months Romer mour In
somania has quarrelled with Hungary, Cze
choolorakra, BuIgara and
non-alitned Yuoglave. The

 Vienna arms taiks. Relations
with the West kster ene
are, are also deteriorating.



The world micro-electronics industry is being revolutionised by a surge of cheap, specialised chips. Terry Dodsworth and Louise Kehoe report

## Leaping ahead on a surface of silicon



## Best of the <br> white men





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## THE LORD'S TAVERNERS <br> prisent

## THE <br> HENRY COOPER BOXING EVENING

on Monday February 29th 1988 LONDON HILTON, PARE LANE, W1
6.15 for 7.00pm

Black Tie Stag

Young England

## Young Italy <br> Under A.B.A rules

Tables of $10,12,14 ; 16,18$, and 24 at
S35 per ticket available from:

The Director, The Lords Taverners, (01 245.6466)





## Letters to the Editor

 Profit related pay conld be tax free



##  <br>  <br>  <br> - <br> <br> 

 <br> <br> }$\qquad$

Singled out for an opportunity

## Mr Gorbachev'






## 









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of mere words

## 

FOUR MORE
WATCHMAN RADARS FOR FINLAND

## These advanced medium- surveillance

 range $\begin{aligned} & \text { advanceed medium } \\ & \text { approach contrones } \\ & \text { and }\end{aligned}$ approach contro radar systemswivi beinsualed at millury and
civi aiffields. Finlland was one of the earty
buyersof Watchman, withthree delivered between, 183 and
1986 This 1 tesest order derion strates the confidence of the the performance
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Delivery of the
Delivery of fhe new Finnish
order will begin in 1989 .

























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## 22

## G'day Australia and welcome to the plastic dollar



David Thomas reports on Philips' long but fruitful voyage of discovery
Taking the slow boat to China


## Pohl expects US to halt decline of dollar

## 



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THE LEX COLUMN

## Two's a crowd at Blue Arrow


Rowntree


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worth on cocon futures. Then

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## British Gas

Received debt ratings of PI(Short Term) Aaa (Long Term)

Kleinwort Benson Limited

## acted as advisers to British Gas ple

 during the rating processKleinwort Benson
Limited


| FINANCIAL TIMES |  |
| :---: | :---: |
|  | RTET |
|  | Australia is a vast population. This year's thoughts of the futur |



## CONTENTS

| olgn affaire: Regh tencer: Self-reliance key <br> ssatas: Frustrations antages of a facaration economy: Record <br> arstry: Adjustments fo biver. Time to strke $\qquad$ ath <br> Mhrant stars <br> ck markats Back <br> refgn lnveatment Two st <br> reultura: Riding on <br> that Slump comes at a <br> environments Palicias ver to Greenias <br> part in placa of frosiywood <br> art: in placa of hobywood |
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Australia 200 YEARS OF NATIONHOOD
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Dreamtime Australians

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## Selling the environment













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## Crocodile's tale of gold forgone




## E POLTICS

Unavoidable issues


| There are many words that | services group with assets <br> can describe our service, <br> is excess of $A \$ 60$ billion and <br> but there is only one way to <br> experience it. |
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| over 150 years of |  |
| Whether you are dealing | expernational trading |
| with Australia, or the world, | Competitive, Responsive. |
| the diversified resources | Innovative. Resouceful. |
| and technology of National | Get together with National |
| Australia Bank can provide | Australia Bank today. |
| you with a competitive, | Neil Frost, |
| professional financial | 6-8 Tokenhouse Yard, |
| service. | LondonEC2R 7AJ. |
| As one of Australia'slargest | Telephone: 01-6068070 |
| companies, National | Telex: 888912 |
| Australia Bank is a financial | Facsimile:01-5888356 |

services group with assets ver 150 or $\$ 60$ billion and international trading Innovative. Resouceful Get together with National Neil Frost, ornand Telephone: 01-6068070
Ielex: 88891 Australia Bank is a financial Facsimile:01-5888356

[^2]
## MUSTRABIA 4



The fon! gntats tghtrope: to be both part of the western alliance and independent on the world stage

## Recenal stability heads new priorities


$\substack{\text { UEf } \\ \text { auefr } \\ \text { arefor } \\ \text { sidisa }}$



> Vigour, Determination, Purpose - DISCOVERY THEN PROGRESS -

Berore the Dreamtime: A time so distant, history is ponderously silent. But came they did. Australia's first colonists. The Australian aborigine.

The next wave of settlers to set foot in Australia we know came by sea, sailing from Europe for eight months at a time. They arrived not always by choice but
 certainly with conviction.

A Recurping Theine. As Australian history unfolded a recurring theme would emerge, its impetus drawn from this bold sense of adventure and early hardship. A theme of defying the odds, vigour and courage. And an appreciation of working together that was nourished by far flung isolation.

Westac History. In many ways, the history of Westpac Banking Corporation reflects the history of Australia

Westeac, under the banner of the 'Bank of New
 South Wales', was the first bank established in Australia
 in 1817, and has evolved through the major historical events that have shaped the country.

Bushrangers, goldrushes, the banking crisis of 1893, world wars, the Great Depression, the electronic age and the emergence of the 'Global Village'; Westpac has always played a vital role as Australia was developing.


Today, Westpac has an asset base of \$A70 billion, operates in 23 countries and continues to grow.

Its position as Australia's world bank comes under renewed focus in Australia's Bicentennial year, 1988. A year in which the maturity, pride and achievements of Australia can be celebrated.
The heritage of Westpac is a comerstone of its continued growth, vision and commitment.

圆展estpac
Australia's word bank.


## highly skilled Australians

 available to work for


In over 1250 computer-linked branches of the Commonwealth Bank, Australia's leading bank.

They can help you in every area of your business.

Investments, mineral development and processing, tourism, the finance and rural sectors: wherever your interests lie.

But first,talk to ourlocal specialistswho will advise you on all documentary, finance, and foreign exchange requirements.
COMMONMEALTH BANK
OFAUSTRALIA
Australis's leadingbank.

Being a federation presents frustrations as well as advantages

## Hard times have helped forge unity



FINANCIAL TIMES SURVEYS
Listed below is a selection of Financial Times surveys planned for 1988. Please FT First 100 years-Monday 15 February
Financial Futures \& Options - Thursday 10 March
Tokyo Capital Markets - Monday 14 March
World Banking - Tuesday 5 May
Korea - Wednesday 11 May
International Capital Markets - Monday 23 May
Foreign Exchange - Monday 6 June
World Shipping \& Ports - Tuesday 7 June
US Finance \& Investment - Monday 20 June
Hong Kong - Monday 20 June
Indonesia - Monday 27 June
Corporate Finance - Monday 4 July
Japan - Monday 11 July
International Bourses - Wednesday 13 July
New Zealand - Wednesday 27 July
Malaysia - DTBA July
UK Banking - Monday 26 Septembe India - Monday 3 October
Conference \& Incentive Travel - Tuesday 4 October
Taiwan - Monday 10 October
Hong Kong as a Financial Centre - Wednesday 26 October
Singapore - Monday 7 November
Business Travel - Monday 21 November
Thailand - Monday 5 Decembe
Japanese Industry - Wednesday 7 December
China - Monday 12 December
For more information on these surveys, please contact:
SIMON TIMMIS
Tel; 01248 8000, Ext 3276 Tx: 885033 FINTM G FAX:01 2484601 or contact-your usual Financial Times representative.

UROPE'S BUSINESS.NEWSPAPER


> THE ECONOMY
> Record debt requires a spell of austerity



|  |
| :---: |

[^3]Financial doors have been opened to whirlwind change - and few people regret it Deregulation pauses for breath



## Well-placed in Australia





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## (X)

HongkongBank



Fast decisions. Worldwide Consoinarin


















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 David Lascelles

| Migrant stars shine in <br> the business galaxy $\qquad$ iolmes a Court is now hryag to reatise As hbn to keep his <br>  |
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## The stock market

## Back to fundamental values



## Foreign investment

## Two steps forward



Mining

## Slump comes at a bad time

## 旺 THE LAND

Farming has seen cycles of
recession and prosperity




Boom And Bust? Or the Rush
That Never Euded?
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ing has beenn a madior cajust
CTr rrowht
The latest surge of invest-
ment in the industry is only 20
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The environment

## Hawke's policies add power to Greenies



## INFORMATION AND LEISURE

 Some valuable 'free publicity' is helping a country new to tourism> Northern tropical scenery is the big growth area


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 in place of Hollywood


#### Abstract

 $\stackrel{\substack{\text { similiar } \\ \text { stage, then }}}{\text {. }}$


BAIN \& COMPANY HAS HAD THE RARE
PRIVILEGE OF ATTENDING AUSTRALIA'S FIRST
AND SECOND CENTENARY CELEBRATIONS.

Few financial organisations in Australia can lay claim to a history stretching back to the 1800s. Yet since 1877, Bain \& Company has not only been one of Australia's most significant financial services groups, but also one of the most respected. Indeed, today Bain \& Company is the largest independent investment bank in the nation.

EXBain \& Company




## 1. AWSON WAIDRON

## SOLICITORS

Dáwson Waldron is one of Australia's leading and long established commercial law ffims.
The fifm has represented many United Kingdorn and other European corporations on the establishment of their businesses "in Australia, and provides advice on a continuing basis in respect of Australian legal requirements.

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Canberra 16 National Circuit, Barton, ACT 2600
Tel: 61627351 Tel: 6162732514 Port Moresby Mogoru Moto Bldg PortMoresby, Papua New Guinea
Tel 1675121977
Fax: $(6755) 212730$

Australasia's Merchant Bank.


FAY, RICHWHITE
LONDON
AUCKLAND
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The arts are struggling to become uniquely Australian

## 'Cultural cringe' subsides





## Media <br> Aftermath of acquisitions

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## Jimmy Cook, Artie Phillip and Johnno Miles have two things in common...


cost procucer of minerals and metals, started sixity-five years ago by the chance discovery of Siver-Lead at Mount Isa, in North West Queensland. Today MIM has important interests in copper, stiver, lead, zinc, coal and gold through extensive Germany and Papus New Guinea, in addition to Australia, and is committed to continuing this international investment

## $\rightarrow$ strategy.

MIM is moving downstream, into modern product development and manufacturing, and closer to the major markets of the wortd.
milM knows where tits going, and is confident of finciling a secure future as a leading integrated metals and minerals

## ...they knew where they were going, but not what they'd find.

James Cook was going to look at the transit of Venus in Tahititand found Australla, Arthur Phillip was bringing the First Feet to Botany Bay and found Port Jacison and Sydney Cove, and John Campbell Milles was heading from Cloncurry to Camooweal and found MIM.


For rusther intormation on mime
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Mal.M. Holdings Limited, a workd scale, high vohume, tow


AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED. AUSTRALIA - BAHAMAS • BAHRAN - BANGLADESH * BRAZIL-CANADA - CAYMANISLANDS. CHANINEL ISLANDS - CHINA - ENGLAND - FIII - FRANCE - FEDERAL REPUBLIC OF GERMANY - GHANA - GREECE - HONG KONG.


# SECTION II - COMPANIES AND MARKETS FINANCIALTIMES 

Tuesday January 261988
23

## Exxon earnings advance 50\% in fourth quarter







## Profits fall at Merrill Lynch



Computervision in Prime talks EY OUP REW YORK BTNF:-:


Castleman quits top Blue Arrow post


We are pleased to announce the following elections

Equity Division
David C. Roche
Managing Directors
estment Banking Dirisi
Taxable Fixed Income Division
Michael Cooper
Executive Directors


Kenneih E. Dawson
Mark H. Elswood
Thomas J. Kressner Kazuo Shiogai Stuart H. Wamsley Finance Administration
\& Operations
David Brooks Gendron Robert D. Noble III Ernst Tschoeke
nurestment Banking Division Siegfried L. Drueker Michael A. Katz Roger C.H. Luscombe Detlef Mueller-Witte Charles G.T. Stonehill arable Fixed Income Divisio Neil A. Cummins
Victor S. Garber
George M. James
Mariko Mochizuki

MORGAN STANLEY INTERNATIONAL


Solvay forecasts 23\% rise in profits sotum inimisume

 Mr ant inicito ot まid fitmutic

 pmici wimezit
 miticilizitid
 Natid䢒 Earnings sharply up at BZ Bank Zurich



| China Interrational Trust \& Investment Cor | January, 1988 |
| :---: | :---: |
| US-\$ 100,000,000 <br> Long Term Loan <br> provided by <br> NORD/LB Norddeutsche Landesbank Girozentrale <br> DSL Bank Deutsche Siedlungs- und Landesrentenbank <br> Hamburgische Landesbank - Girozentrale - <br> Hessische Lamdesbank - Girozentrale - <br> Industriekreditbank AG - Deutsche Industriebank <br> Landesbank Stuttgart Girozentrale <br> in order to promote the trade between the <br> People's Republic of China <br> and the <br> Federal Republic of Germany |  |

## Nedlloyd holders boycott meeting

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## Benedictine hits at Remy bid

## SY GEOACE ORAHAM WN PARIS






## Ford 'outbid' Fiat in Alfa wrangle

Ford, which bid unsuccess

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Privatisation likely for Irish insurer gy Kceran cooke in Dublim THERE. ARE firra indications
that the Irsh Govenmeat has
decided ro privotise the state
owide owned righ Life Assurance, the
country', biggest asmance


 of lyish Life is put
IL 200 anc and LE 30 mm
 The company's mosanagemen
says that state contin ha
intibited its growth and thst intioited its growth and that
more captitat is needed to
exprend operations, particularty
in the US.

## Deutsche Bank buys up

 venture capital group



 desbank, the other partrens
Hiluever, the retain their partuctioation
 WrG hes comma
invesment funa
begun in 1984.


## INTERNATIONAL COMPANIES AND FINANCE

Shiseido pays same despite 49\% slide


## Everite lifts sales but earnings per share dip



## SARA LEE CORPORATION

Summary of results for the quarter and six months ended December 26, 1987
(Dolurs in muthons
excepp per share catan


Pretax income
Net income
Dividends per share
trisca year anids dime 30

| Second 1988 | $\begin{gathered} \text { Quartert } \\ 1987 \end{gathered}$ | Per cent Increase | $\begin{array}{r} \text { Six Monthst } \\ 1988 \quad 1987 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| \$2,644:1 | \$2,386.0 | 10.8 | \$5,043.0 | \$4,527.1 |
| \$154.5. | \$133.9 | 15.4 | \$256.0 | \$2320 |
| 599.1 | \$77.8 | 27.4 | \$161.0 | \$133.2 |
| \$88 | \$.70 | 25.7 | \$1.42 | \$1.18 |
| \$30 | \$.25 | 20.0 |  |  |

In all. operations, eamings growth was fielled by aggressive markeuing aciviles, new product promotions and improved productivity in key facilitios. Ulit volume gaufee; $+1 \%$ hosiery; $+19 \%$. knitwear; $+16 \%$ gloves; $+5 \%$ intimate apparel.

## Malaysian bank ahead

 at midway Rymans manan

Bell switches to bear approach



## CORRECTION NOTICE

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£ 100,000,000
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\text { Floating Rate Debentures } 2000
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$$
\text { Issue Price } 100.10 \text { per cent. }
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& \text { For the chree monchs } 30 \text { th October, } 1987 \text { to 29th } \\
& \text { January } 1988 \text { the Debentures will bear an interast }
\end{aligned}
$$ rate of $9.35 \%$ per annum and the coupon ammoun

per $£ 10,00$ denomination will be $£ 32.47$.

Agent Bank
Samuel Montagu \& Co. Limited


## INTERNATIONAL CAPITAL MARKETS

Haig Simonian on rationalisation in West German retail banking

## Banks seek economies of scale



# Crédit Local de France -CAECL SA 

Change of Status
from Etablissement Public Administratif to Société Anonyme
and

Private Sale
of 894,658 Ordinary Shares and 894,658 Warrants to French and International Institutional Investors.

The undersigned acted as adviser to
Credit Local de France-CAECL SA and as Agent for the private sale.
Banque Worms

The undersigned acted as advisers to the

## Banque Paribas Dillon, Read Limited

January 198
Crait Localde ree CAECLSA Me prixule sale

Republic of France and as Agents for the private sale.
-

## Mexico

 talks down auction price








## med <br> ${ }^{8} 8$ 818

Sweden bucks trend with 10-year Eurodollar deal


FT INTERNATIONAL BOND SERVICE


## Volvo's Secure Return.

For the Investors Interested in Tomorrow.

both expect long-term, secure and profitable returns on their investment.

Volvo endeavours to meet those expectations by offering investors shares that have paid a dividend every year since their first listing in 1935. And by developing a highly competitive truck programme that today ranks Volvo one of the top three heavy trucks in the world.

Volvo shares, now listed in key financial centers such as London, New York and Tokyo, have also increased steadily and securely thanks to the same commitment.

Since 1977, Group profits have risen fifteenfold to exceed $£ 960$ million in 1987. Fact is, Volvo has shown a profit every year since 1932.

Committed to consistently improving its result, Volvo nonetheless believes in the absolute necessity of always setting ones sight further ahead into the future.

Which is why Volvo has carefully invested in creating sound management, excellent financial strength, top labour relations and the ability to develop new products and markets.

For Volvo's Secure Return, read positive return on investment, good profits, stable production, creative management, quality employees and products, broadening operations within existing business sectors, and a commitment to the future.

Confoute Finanes, ab volvo Confoonte franes, ab Volvo,
S-400 Gothembug, sweden.

## UK COMPANY NEWS

## RHP cuts bid value on likely Burgess shortfall



## Gulliver clears legal hurdle

gY CLAY HARRIS




 apoll

## Talbex falls deeper in the red






Johnson Cleaners in £3m US expansion







BOWATER INCORPORATED
A YEAR OF RECORD SALES AND EARNINGS


Chairman and Chier Execuive An. Gear..... a year of fruition as many of our recent investments began to yield substantial returns, helping us to achieve our planned strengthening of the Company balancesheet urmingothecomingyearhe
felt that there were excellent prospects ahead, commenting trong markets, higher prices and costs under good control"

BOWATER
THE AMERICAN PAPER PEOPLE WITH A SOLID BASE FOR GROWTH

R-R warns holders of excess stakes

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Pearso



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## Guinness buys

 Conimeat zea broink


 Duncan Lawrie


## DIVIDENDS ANNOUNCED





## In Shops valued at $\mathbf{1 1 1 . 8 m}$


New US investor takes stake in Cambrian

## by minatar


Christopher Parkes considers Rowntree's sale of Tom's Foods
Finding a sweeter US base



## Dobson attacks MS figures

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UK COMPANY NEWS

## TI sells US offshoots for $\mathbf{\$ 2 0 0 m}$

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The acquisition vehicle.
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## London Shop rises 29\% to $£ 4.9 \mathrm{~m}$

| ondor Shop, thie property in retail property but which has oftice and housebuild- meteitests. yesterday onnced is 29 per cent fits and faised its : hinterim dend <br> azable profitis for the six ans to October 81. were same pertiod of 1086 and mior the fol $1988 / 87$. (4.6p). |
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Britoil says BP offer still too low
 The board or Brito
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 OH1 industry zanlysts


## Capel report cuts Tricentrol asset value as Elf extends bid

## Y steven butler

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| P, yesteray extended 1 its |  | 121 p , with 68.5 p the arithmetic |
| roit the UK independ |  | mean. John Tylor, of Samuel |
| mpany. until rebruary | By substruting a 15 per cent |  |
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| company at 68.5p | flows from oil and gas fields, |  |
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## KLP up 17\% after Asda costs









 Associates, but purchases in holders wiped s3.2m off the
the US and France also lifted companys market value in a

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\begin{aligned}
& \text { Aurora extends range } \\
& \text { by f6m Westpark buy }
\end{aligned}
$$
\]

Freemans says yes to Sears bid By Medat Tolt Froemeni, the mall





Molinare holds recovery trend


Mic osu gioted grop






COMMODITIES AND AGRICULTURE

Cherles Elodgson on the progress of Soviet farm reform Gorbachev's agricultural gamble




## German EC farm reform plan puts pressure on MacGregor

## Scotich porest plans giver go-ahead









## Biffex to launch spot month trading

HE BALTIC International offer the speculator a futures隹







EONYOR MARRETS




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## foregen exchanges

## Dollar held in narrow range

## financial futures

## Gilts and bonds firmer





MONEY MARKETS

## London rates lower






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## FT LONDON INTERBANK FIXIMG <br>  <br> 

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## CURREMCY FUTURES





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THE FINANCIAL TIMES PROPOSES TO PUBLISH THE FOLLOWING PROPERTY
SURVEYS IN 1988 .

| 29rh January | Auctions |
| :---: | :---: |
| 26ib February | West End and Victoria property |
| ${ }_{\text {S }} 1$ ith March | Property in the North of England |
|  | M4 Property |
| 20ith May | M3/M27 Property <br> Office Property |


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FT CROSSWORD No.6,539





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Financial Times Tuesday January 26 T988
FI UNTT TRUST INFORMATION SERVICE




LONDON STOCK EXCHANGE




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## Slack trading session for equities but Government bonds continue to advance

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NYSE COMPOSITE PRICES

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## Blue chips drift as subdued investors hug sidelines






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## Germany catches

 up with first 'real time' market indexwrit eight bourses and a red- The Commerzbank



## and FAZ market ndices are set



## writes Haig

Simonian

## 



## Interest rate hopes lift Nikkei



## 5um INCREDIBLE BUT TRUE

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240,000 guaranteed winners out of only 600,000
Incredible odds. More than every third ticket a sure winner. Our total payout is more than
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The question is how rival
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FAZ is weighing its options.

- The PT .Actuaries World
Indices reflect about 2,440

Indices reflect about 2,440
shares traded in 24 countiris:
there are 94 constituents in the shares traded in 24 countries:
there are 94 constituents in the
German index.

sointly commiled by the Financial Times, Goldmani, Sacts \& Co, and Wood Mackennie \& Co



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     Civil Aviation in the Pacific Basin:
    The Pattern of the Future
    
    
    
    
    
    
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[^1]:    The May Falr inter-Conthental
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    The Portman Inter-Continental The Portman Imter-Continental
    2 Portman Square London W1H SFL Tet: O1-488 5844

[^2]:    - United Kingdom(National Australia Bark, Clydesdale Bank, Northem Bank) - Republicoflreland NorthemBank [Ireland) - Federal Republicof Germany Malaysia - Republic of Korea $\bullet$ Taiwan - Indonesia $\bullet$ People's Republic China $\bullet$ Papua New Guinea(Bank of South Pacific) $\bullet$ United Statesof America.

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